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DD/A Registry
85-2173

ROUTING AND RECORD SHEET

SUBJECT: (Optional)

25X1

FROM: Director of Information Technology 2D00, Hqs.	EXTENSION	NO.
		18 June 1985

TO: (Officer designation, room number, and building)	DATE		OFFICER'S INITIALS	COMMENTS (Number each comment to show from whom to whom. Draw a line across column after each comment.)
	RECEIVED	FORWARDED		
EO-DDA	18 JUN 1985		*EAL*	Harry--
2. ADDA		19 JUN 1985		I think you will find the results of our recent discussion with the management of Cullinet look good.
3. DDA	19 JUN 1985			
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5.				
ODA/Reg-file				
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FORM 610 USE PREVIOUS EDITIONS
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GPO : 1983 0 - 411-632

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NOTE TO: William F. Donnelly

Bill, what follows is an MFR written by ⬚⬚⬚⬚ covering our   25X1
meetings with Cullinet last week. Please let me know if you need any
other information.

ST

13 June 1985

MEMORANDUM FOR THE RECORD

SUBJECT: Meetings with Cullinet June 11

1. On June 11, 1985, ⬚⬚⬚⬚⬚⬚⬚⬚⬚⬚⬚⬚⬚⬚⬚⬚   25X1
⬚⬚⬚⬚⬚⬚ and I met with senior officers of Cullinet Software Inc.,   25X1
at their headquarters in Westwood, Massachusetts. The purpose of the
meeting was to outline our concerns in the areas of product commitment,
and technical support.

2. Our first meeting was with Mr. John J. Cullinane, Chairman of the
Board, and Chief Executive Officer for Cullinet Software. Mr. Cullinane
expressed his appreciation for allowing him to speak to us about his
company's commitment to the Federal market in general and to us
specifically. He made very clear to us that his company has a strong
commitment to its federal customers. We discussed with Mr. Cullinane
our objectives as they related to using Cullinet Software products.
Pointing out to him the rather dramatic change the use of IDMS/R and
off-the-shelf packages will bring to not only our development
environment, but also to our user community. We expressed a desire to
have on-site technical support from Cullinet for our efforts during the
next several years. This is not a service that Cullinet generally
offers. But Mr. Cullinane indicated that he understands our needs, and
recognizes the potential for his company as result of providing this
type of service to customers like the Agency. Mr. Cullinane also
indicated that Cullinet would be interested in discussing joint
development efforts for applications that we need that would eventually
become part of their product line. We are specifically interested in a
Federal Human Resource Management package, and a contracts management
application.

3. We next met with Mr. Robert N. Goldman, President and Chief

Operating Officer for Cullinet Software. Mr. Goldman informed us that Cullinet is announcing support for the IBM 3270PC terminal for its Goldengate Personal Computer Package. He indicated that no specific date can be offered for for this capability today, but he expects that it will be available with either this fall's release of Goldengate or one to be released in the Spring of 1986. We discussed several additional forthcoming enhancements to Goldengate, including it's ability to run with a monochromatic screen. He outlined where he expects the product to go in the future, providing a personal computer based application development environment and expanded graphics capabilities. Mr. Goldman went on to restate Cullinet's commitment to the federal market. He discussed with us the history of Cullinet's entry into the application software arena with the intent to provide a service that no other vendor has to date offered, applications that are truly integrated with the data base management system and it's tools. Mr. Goldman believes this capability is responsible for Cullinet's success with it's application packages.

4. These meetings indicate that Cullinet, at it's highest offices, is committed to success in the federal market, and it very much concerned with our successful implementation of their products. Future discussions will be held with the company's local representatives on the technical support issue. We expect to install our first copy of IDMS/R, beginning the first of July 1985.

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